

Message Text

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PAGE 01 ROME 16746 081317Z
ACTION ABF-01

INFO OCT-01 EUR-12 ISO-00 EB-08 /022 W
-----013785 081337Z /47

P 081200Z SEP 78
FM AMEMBASSY ROME
TO SECSTATE WASHDC PRIORITY 5695
AMCONSUL FRANKFURT PRIORITY
INFO AMEMBASSY BRUSSELS
AMCONSUL MILAN
AMEMBASSY PARIS
AMCONSUL TURIN

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E.O. 11652: N/A
TAGS: AGAO, ELTN
SUBJECT: GAO STUDY OF INTERNATIONAL URBAN RAILCAR MARKET

REFS: (A) STATE 203417; (B) STATE 215439; (C) BRUSSELS 16017

1. IN MAKING APPOINTMENTS REQUESTED REFTELS, EMBASSY IS ENCOUNTERING SIGNIFICANT DELAYS AND HESITANCY ON PART OF ITALIAN OFFICIALS. IN MOST CASES OUR WORKING-LEVEL CONTACTS ARE RELUCTANT TO MAKE ANY APPOINTMENTS WITHOUT CONSULTING THEIR SUPERIORS. ACOTRAL, THE ROME TRANSIT AGENCY WHICH OVERSEES THE SUBWAYS, HAS INSISTED WE SEND THEM LETTER DETAILING GAO'S INTERESTS BEFORE ACOTRAL WILL EVEN CONSIDER MAKING APPOINTMENTS. FOR LETTER WE ARE DRAWING UPON GUIDANCE PROVIDED US IN REF. (A). MINISTRY OF INDUSTRY CONTACT WELL AWARE OF PROBLEM, BUT STATED HE COULD NOT DO ANYTHING ON THIS SUBJECT WITHOUT CONSULTING HIS DIRECTOR-GENERAL.

2. THUS FAR WE HAVE HAD ONLY ONE DIRECT REFUSAL. THAT WAS FROM THE INDUSTRIAL RECONSTRUCTION INSTITUTE (IRI), WHICH POINTED OUT THAT THEY ARE NOT IN THE BUSINESS OF MAKING
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PAGE 02 ROME 16746 081317Z

URBAN RAILCARS. (THEIR ONLY HOLDING IN THE RAIL INDUSTRIES IS FIRM ANSALDO WHICH MAKES LOCOMOTIVES ENGINES). WE WILL CONTINUE OUR EFFORTS WITH THE OTHER ORGANIZATIONS, AND WILL KEEP ADDRESSEES INFORMED OF FURTHER DEVELOPMENTS.

3. COMMENT. NO ONE IN EMBASSY CAN RECALL ANOTHER OCCASION WHERE THERE HAS BEEN SUCH HESITATION IN MAKING APPOINTMENTS

FOR A VISITING STUDY TEAM. WE CONCLUDE THAT THE ITALIANS
ARE UNSUALLY SENSITIVE TO OUT INTEREST IN THIS ISSUE.
LIKE THE BELGIANS (REF. (C)) THEY CANNOT BE UNAWARE THAT
THE "ALLEGATIONS FROM U.S. URBAN RAILCAR MANUFACTURERS"
CITED IN REF. (A) CAME ABOUT BECAUSE AN ITALIAN FIRM
(BRED A) GOT THE CLEVELAND SUBWAY CONTRACT.
HOLMES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MARKETS
Control Number: n/a
Copy: SINGLE
Draft Date: 08 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ROME16746
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780366-0610
Format: TEL
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780988/aaaacurq.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8d361054-c288-dd11-92da-001cc4696bcc
Office: ACTION ABF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 203417, 78 STATE 215439, 78 BRUSSELS 16017
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1502811
Secure: OPEN
Status: NATIVE
Subject: GAO STUDY OF INTERNATIONAL URBAN RAILCAR MARKET
TAGS: AGAO, ELTN
To: STATE FRANKFURT
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/8d361054-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014